

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### LCS Precision Molding

Minnesota Technology Inc.

#### Lcs Precision Molding Grows Stronger In Tough Times

##### Client Profile:

LCS Precision Molding is a contract and proprietary designer and manufacturer of injection-molded plastic automobile parts, fishing tackle, and products for the electrical home appliance, medical, and furniture industries. The company's 38 employees use more than 400 molds to make 35 million parts per year for the country's largest window and door manufacturers. Founded as Lake Country Sales in 1973, the company changed its name to LCS Precision Molding in 1998 and eventually consolidated all operations and production at its Waterville, Minnesota location.

##### Situation:

LCS Precision Molding (LCS) was feeling the impact of a soft U.S. economy and very strong international competition, especially from China. LCS knew it could not compete on price, and sought to continually update its manufacturing mentoring, e-business, and human relations functions to survive. The company relied on assistance from Minnesota Technology, Inc. (MTI), a NIST MEP network affiliate.

##### Solution:

MTI helped LCS find ways to compete in an aggressive global market. After MTI conducted a thorough marketing assessment for the company, LCS was able to diversify its markets, introduce a new product, and increase sales. Several assessments in other areas helped LCS find opportunities to grow stronger. MTI's financial and strategic business assessments helped the company identify new business opportunities and better position itself to reach its strategic business goals. MTI assisted in the development of an employee manual to standardize human resource systems, meet government regulations, and help employees focus on client needs. With MTI's help, LCS also made improvements in website search performance, search engine registration, navigation, and appearance.

##### Results:

Retained all 38 jobs.  
Remained profitable.  
Improved competitive position in the industry.

##### Testimonial:

[www.mep.nist.gov](http://www.mep.nist.gov)



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"Our work with Minnesota Technology, Inc. has confirmed that we're heading in the right direction, and MTI has [enabled] us [to] compete with large manufacturers here and off-shore. MTI has been so important to us that we maybe wouldn't be here today without them. To have an organization like this with offices throughout the state is invaluable."

Roger Michalski, Chief Operating Officer